



# City of Loma Linda Official Report

Floyd Petersen, Mayor  
Stan Brauer, Mayor pro tempore  
Robert Christman, Councilmember  
Robert Ziprick, Councilmember  
Charles Umeda, Councilmember

COUNCIL AGENDA: May 9, 2006

TO: City Council

VIA: Dennis R. Halloway, City Manager

SUBJECT: Chamber of Commerce Quarterly Report and request for  
disbursement of funds pursuant to agreement with the City

## **RECOMMENDATION**

It is recommended that the City Council receive the Quarterly Report for filing and authorize disbursement of funds.

**REQUEST FOR QUARTERLY FUNDING  
WITH ATTENDING SUPPORT DOCUMENTS  
TO  
LOMA LINDA CITY COUNCIL  
LOMA LINDA REDEVELOPMENT AGENCY**

**May 9, 2006**

**C O N T E N T S**

- \* President's Letter of Request for Quarterly Payment
- \* Roster of Directors 2006
- \* Staff Activity Reports (January/February/March 2006)
- \* Financial Report for First Quarter 2006
- \* Membership Update Material (January/February/March 2006)
- \* *Loma Linda Report* March/April 2006 Issue
- \* Fiscal Year 2006 Budget (with Budget History)

2006 CHAMBER  
BOARD OF DIRECTORS

James Walling, President  
Inland Community Bank

Manuel Aranda, Jr., President-elect  
San Bernardino Valley  
Water Conservation District

Norman Meyer, Secretary  
Past Vice-President, Loma Linda  
Community Hospital & Loma Linda  
University Medical Center

Kathy Dexter, Treasurer  
Design by Dexter

Jean Bush-Chuminatta  
State Farm Insurance

Elsie Chan  
Spectrope Corporation

Phil Carlisle  
Loma Linda Market &  
Nutrition Center

Rosemary Estupinan  
Heritage Gardens Health Care  
& Retirement Center

Robert Frost  
Loma Linda University Foundation

Dr. David B. Hinshaw, Jr.  
Loma Linda University  
Medical Center

Phil Jolley  
Golden Opportunities

L. Roo McKenzie  
Loma Linda Academy

Clair Meske  
Somerford Place

Jeanne Minnedy  
The Copeland Group

Dick Schaefer  
Loma Linda University

Dean R. Stordahl  
VA Loma Linda Healthcare System

Trey Weatherill  
University Mortgage

Margi Worley  
Margi's Image Consulting

DIRECTORS EMERITUS

Dr. David Bieher  
Past President  
Loma Linda University

Elmer Digneo  
Past Head Principal  
Loma Linda Academy

Lillian Miller  
University Realty

John Ruffcorn  
University Church of  
Seventh-day Adventists

Willard Stewart  
United Property Management

# LOMA LINDA

CHAMBER OF COMMERCE

May 9, 2006

Members of the City Council  
Members of the Redevelopment Agency  
Dennis Halloway, City Manager  
City of Loma Linda  
Loma Linda, California 92354

Re: Quarterly Report of the Loma Linda Chamber of Commerce

Dear Council Members, and  
Redevelopment Agency Members:

On behalf of the Loma Linda Chamber of Commerce, I am submitting the following report under the terms of the promotional agreements between the City of Loma Linda/Redevelopment Agency and the Chamber of Commerce.

Please consider this the Chamber's official request for funds in the amount of \$12,500.00 to be released May 9, 2006, from the Redevelopment Agency, pursuant to the Chamber's ongoing promotional agreements. This payment represents compensation for completion of work during March, April, and May 2006.

Since our last report, the Chamber has increased its responsibilities and activities, some new and others ongoing:

1. We continue to serve the general public and the business community, with total response to requests and inquiries and general communications (excluding newsletter) at 5,933 for the months of January, February, and March. Detailed reports are attached.
2. The March/April issue of the Chamber's *Loma Linda Report* incorporating City news was published and distributed to all households and businesses in Loma Linda. Circulation is 10,000. We are enclosing a copy of this issue.

## *Progress in Perspective*

3. We coordinated with Colton and Grand Terrace to hold an areawide mixer on March 15<sup>th</sup>.
4. We hosted the Inland Empire Governor's representative for a presentation to Breakfast Network on April 12<sup>th</sup>.
5. We continue to work with city departments and code enforcement regarding ongoing signage issues. Our Business Affairs Committee is now meeting on a regular basis to consider a wider range of business topics.
6. Our membership now stands at 262 (an increase of 12 since our last report), and steadily increases.
7. The Chamber continues participation in community affairs in general. More specifically, the Chamber participated (attending, providing manpower, soliciting funds and/or prizes, giving public support, etc.) in the following:
  - \* Ribbon Cutting/Grand Opening for KB Home on April 6<sup>th</sup>.
  - \* Mixer and Grand Opening at H.O.P.E. Imaging on April 20<sup>th</sup>.
  - \* Presentations to area groups regarding Chamber Services (Proton Patients, LLU Classes, etc.).
  - \* Branch Library Volunteer Appreciation event on April 19<sup>th</sup>.
  - \* 1<sup>st</sup> Annual Capt. Cal's Regatta at the VA Medical Center on April 11<sup>th</sup>.
8. Regular meetings include Executive Committee, Board of Directors, Breakfast Network, Business Affairs and Chamber Ambassadors. Other committees meet on an as-needed basis.
9. The Breakfast Network continues to meet every Wednesday at 7:30 a.m. for programs and networking. Attendance averages about 25-30.

The following Chamber-sponsored activities and projects are in the planning stages through the next quarter:

- Loma Linda City Council Candidates' Forum, scheduled for May 11, 2006.
- Annual Business Showcase, scheduled for May, 18, 2006.
- Grand Openings and Ribbon Cuttings as requested.
- 18<sup>th</sup> Annual Chamber Golf Classic, scheduled for June 28, 2006 at Sierra Lakes
- Annual Community Parade and Fair, Sunday, October 8<sup>th</sup>

Council Members, and  
Redevelopment Agency Members  
May 19, 2006  
Page 3 of 3

- Continued refinement and updating of our Chamber's website and expansion of e-mail directory for more timely and economical communication with members.
- Ongoing marketing campaign to increase Chamber revenue stream through expansion of membership base and advertising base.
- Coordination of the 2006 *Business Directory and Resource Guide*, planned for June 2006 distribution.

Our office continues to serve the public and coordinate the activities of the Chamber under the direction of Chief Executive Officer, Peg Karsick, with the support of her Executive Assistant, Darla Stern, and office volunteers. We invite you to stop by our office soon. They welcome your inquiries and input as we all work together for Loma Linda's benefit. Detailed staff reports are attached for your information.

As Chamber President for the year 2006, I look forward to our continuing contractual agreements to promote the City of Loma Linda. Our Officers, Directors and our staff will continue to work closely with the City's departments to encourage and support a positive business climate, to foster total community involvement in our Chamber of Commerce, and to promote Loma Linda as a city that is business friendly. Please feel free to call on us to assist through mobilizing our business and community resources as concerns arise.

Sincerely,



Jim Walling  
President

JW/dds

Attachments

# LOMA LINDA

## CHAMBER OF COMMERCE

### 2006 Officers and Board of Directors

(Effective February 9, 2006)

**President:** Jim Walling  
**Secretary:** Norm Meyer

**President-elect:** Manuel Aranda, Jr.  
**Treasurer:** Kathy Dexter

**Manuel Aranda, Jr. 12/31/08**  
**President-elect**  
**SBV Water Conservation Dist.**  
**P.O. Box 1839**  
**Redlands, CA 92373**  
**793-2503**

David Bieber Emeritus  
11560 Hillcrest  
Loma Linda, CA 92354  
796-4521

Phil Carlisle 12/31/06  
LL Market & Nutrition Center  
11161 Anderson St.  
Loma Linda, CA 92354  
824-4565

**Elsie Chan 12/31/06**  
**Vice President of Membership**  
**Spectrotape Corporation**  
**345 W. Valley Blvd.**  
**Colton, CA 92324**  
**825-6744**

**Jean Chiuminatta 12/31/08**  
**Vice President of Bus. Promo's**  
**State Farm Insurance**  
**P.O. Box 276**  
**Sky Forest, CA 92385**  
**336-7233**

**Kathy Dexter 12/31/06**  
**Treasurer**  
**Design by Dexter**  
**964 Creek View Lane**  
**Redlands, CA 92373**  
**307-2221**

Elmer Digneo Emeritus  
10613 Ohio St., P.O. Box 1333  
Loma Linda, CA 92354  
796-0465

Rosemary Estupinan 12/31/08  
Heritage Gardens  
25271 Barton Rd.  
Loma Linda, CA 92354  
796-0216

Robert Frost 12/31/08  
LLU Foundation  
Loma Linda University  
Loma Linda, CA 92350  
558-4534

David Hinshaw, Jr. 12/31/08  
LLU Medical Center  
11234 Anderson St.  
Loma Linda, CA 92354  
558-4013

Phil Jolley 12/31/07  
Golden Opportunities  
25884-A Business Center Dr.  
Redlands, CA 92374  
799-5181

L. Roo McKenzie 12/31/08  
Loma Linda Academy  
10656 Anderson St.  
Loma Linda, CA 92354  
796-0161 x3301

Clair Meske 12/31/07  
Somerford Place  
1319 Brookside Avenue  
Redlands, CA 92373  
793-9500

**Norman Meyer Emeritus**  
**Secretary**  
**25762 Sunrise Way**  
**Loma Linda, CA 92354**  
**799-0777**

Lillian Miller Emeritus  
University Realty, Inc.  
11156 Anderson, P. O. Box 788  
Loma Linda, CA 92354  
796-0156

Jeanne Minnerly 12/31/06  
The Copeland Group  
25809 Business Ctr Dr., #F  
Redlands, CA 92374  
799-8565

John Ruffcorn Emeritus  
23187 Glendora Dr.  
Grand Terrace, CA 92313  
824-2986

Dick Schaefer 12/31/06  
The Heritage Room  
Loma Linda University  
Loma Linda, CA 92350  
558-7175

Willard Stewart Emeritus  
United Property Management  
10535 Anderson St.  
Loma Linda, CA 92354  
796-2897

Dean R. Stordahl 12/31/06  
VA Loma Linda Healthcare Sys.  
11201 Benton St.  
Loma Linda, CA 92357  
583-6150

**James Walling 12/31/07**  
**President**  
**Inland Community Bank**  
**11175 Mt. View Ave., Ste. O**  
**Loma Linda, CA 92354**  
**796-7100 x221**

Trey Weatherill 12/31/07  
University Mortgage  
24949 Prospect Avenue  
Loma Linda, CA 92354  
796-1404

Margi Worley 12/31/06  
Margi's Sewing Boutique &  
Image Consultant  
11411 Anderson Street  
Loma Linda, CA 92354  
796-4600

Peg Karsick, CEO  
LL Chamber of Commerce  
25541 Barton Road, Ste. 4  
Loma Linda, CA 92354  
799-2828

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## JANUARY 2006

### CORRESPONDENCE AND INFORMATION INQUIRIES

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Letter and Material Responses to Requests:	7
Faxes	55
E-Mails	13
Web Site Hits (Phil Jolley)	1208
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	282
Economic Development Activity (New)	1
Relocation & Visitor Information	14
Invoices:	40
Other:	0

#### Membership:

Renewal Acknowledgements	19
New Member Acknowledgements	5
Member Solicitation, other than mailings	8

**Total Membership & Business Correspondence: 1652**

Board Welcome and Congratulations Letters	10
Solicitation for Silent Auction Donations	473

**TOTAL CORRESPONDENCE AND INQUIRIES: 2,135**

#### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Worked on the January/February 2006 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

January 4<sup>th</sup>, 11<sup>th</sup>, 18<sup>th</sup> Breakfast Network

January 12<sup>th</sup> – Board Meeting

January 18<sup>th</sup> – Meeting Regarding Community Awards

January 19<sup>th</sup> – Ambassadors Corps. Meeting

**Meeting notices to Board and Committee Members: 57**

## **MISCELLANEOUS ACTIVITIES**

- Interviewed and hired temporary employee to assist with silent auction preparation.
- Worked on transition activities with President Jim Walling (Program of Work plans, etc.).
- Met with President-elect Jim Walling to prepare for January 26<sup>th</sup> event.
- Worked on the Annual Community Awards and Installation Dinner and Silent Auction, held on January 26<sup>th</sup>.
- Gave presentation on Chamber services available for businesses to Loma Linda University School of Dentistry class on January 11<sup>th</sup>.



# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## FEBRUARY 2006

### CORRESPONDENCE AND INFORMATION INQUIRIES

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Letter and Material Responses to Requests:	6
Faxes	6
E-Mails	12
Web Site Hits (Phil Jolley)	1208
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	244
Economic Development Activity (New)	1
Relocation & Visitor Information	9
Invoices:	109
Other:	21
Membership:	
Renewal Acknowledgements	11
New Member Acknowledgements	4
Member Solicitation, other than mailings	9
<b>Total Membership &amp; Business Correspondence:</b>	<b>1640</b>
Installation & Award Dinner Sponsor Thank You Letters	20
Installation & Award Dinner Committee Thank You Letters	15
Installation & Award Auction Donor Thank You Letters	89
Community Events, Breakfast Network Calendar, Tri-City Chamber Mixer and Relay for Life Mailing	304
January/February Issue of the <i>Loma Linda Report</i>	9094
<b>TOTAL CORRESPONDENCE AND INQUIRIES:</b>	<b>11,162</b>

### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Distributed the January/February 2006 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

February 1<sup>st</sup>, 8<sup>th</sup>, 15<sup>th</sup>, 22<sup>nd</sup> Breakfast Network

February 9<sup>th</sup> – Board Meeting

February 22<sup>nd</sup> – Ambassadors Corps. Meeting

**Meeting notices to Board and Committee Members: 56**

## **MISCELLANEOUS ACTIVITIES**

- Met with Ambassador Chairperson Monica Crow to discuss 2006 plans and finalize handbook.
- Coordinated with Colton Chamber Executive to plan March 15<sup>th</sup> Tri-City Chamber Mixer.
- Submitted Quarterly request for City funding; received and deposited check on February 16<sup>th</sup>.
- Met with Directory and Maps representative and Phil Jolley to discuss putting resource guide on our website.

# LOMA LINDA CHAMBER OF COMMERCE ACTIVITY REPORT

## MARCH 2006

### CORRESPONDENCE AND INFORMATION INQUIRIES

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Letter and Material Responses to Requests:	10
Faxes	12
E-Mails	23
Web Site Hits (Phil Jolley)	998
E-Mail Membership Alerts	0
Information Inquiries by Telephone and Walk-Ins:	264
Economic Development Activity (New)	2
Relocation & Visitor Information	15
Invoices:	70
Other:	2

#### Membership:

Renewal Acknowledgements	16
New Member Acknowledgements	4
Member Solicitation, other than mailings	25

**Total Membership & Business Correspondence: 1417**

Community Events, Breakfast Network Calendar, Ribbon Cuttings & Grand Openings Mailing	313
January/February Issue of the <i>Loma Linda Report</i>	9102

**TOTAL CORRESPONDENCE AND INQUIRIES: 10,832**

#### REGULAR ACTIVITIES

Coordinated meetings; coordinated with Treasurer to prepare financial reports.

Oversaw set up and coordinated preparation for Breakfast Network including scheduling of programs and phone calls to solicit attendance and support.

Conducted ongoing membership activity, following up on delinquent renewals and soliciting new members by mail and site visits.

Responded to inquiries from the public.

Handled routine office business.

Distributed the March/April 2006 *Loma Linda Report*.

## **PARTICIPATION IN COMMITTEE MEETINGS AND OTHER ACTIVITY**

Regular Meetings Held/Attended:

March 1<sup>st</sup>, 8<sup>th</sup>, 22<sup>nd</sup>, 29<sup>th</sup> Breakfast Network

March 9<sup>th</sup> – Board Meeting

March 15<sup>th</sup> – Ambassadors Corps. Meeting

March 22<sup>nd</sup> – Legislative Committee Meeting to plan candidates' forum (May 11) and Governor's representative's visit to Breakfast Network on April 12<sup>th</sup>.

**Meeting notices to Board and Committee Members: 61**

## **MISCELLANEOUS ACTIVITIES**

- Coordinated with Colton and Grand Terrace Chambers to plan March 15<sup>th</sup> Tri-City Chamber mixer at Al's Garden Art in Colton.
- Met with Treasurer Kathy Dexter and Board member Norm Meyer on March 28<sup>th</sup> to discuss possible changes to the financial reports generated through Quickbooks.
- Met with representatives from H.O.P.E. to plan mixer scheduled for April 20<sup>th</sup>.
- Met with KB Home representatives to plan April 6<sup>th</sup> Ribbon Cutting/Grand Opening.

8:04 AM

04/11/06

Cash Basis

**LOMA LINDA CHAMBER OF COMMERCE**  
**Profit & Loss Budget Performance MAR . 06**  
**MARCH 06**

	Mar 06	Budget	Jan - Mar 06	YTD Budget	Annual Budget
<b>Income</b>					
I. CHAMBER PUBL	0.00	1,000.00	2,500.00	2,000.00	3,000.00
I. INTEREST	21.27	16.50	68.23	49.50	200.00
I. LL CITY RED.	0.00		13,760.00	13,760.00	56,411.00
I. MEMB. EVENTS	137.00		137.00		200.00
I. MISC. INCOME	0.00	125.00	0.00	125.00	500.00
I. NEW MEMBERS	1,505.00	650.00	2,550.00	1,950.00	8,000.00
I. NEWSLETTER	843.75		4,406.25	2,500.00	15,000.00
I. RENEWALS	5,130.00	2,330.00	9,710.00	6,990.00	28,000.00
I. S.E. COM. LU	0.00		1,580.00	1,000.00	4,000.00
I. S.E. EXPO	0.00	1,000.00	0.00	1,000.00	8,000.00
I. S.E. GOLF	0.00		0.00		30,000.00
I. S.E. INSTALL	2,843.00		15,521.00	13,500.00	15,000.00
I. S.E. PARADE	0.00		0.00		7,000.00
<b>Total Income</b>	<b>10,480.02</b>	<b>5,121.50</b>	<b>50,232.48</b>	<b>42,874.50</b>	<b>175,311.00</b>
<b>Expense</b>					
E. AUTO	32.64	125.00	139.32	375.00	1,500.00
E. BAD DEBTS	0.00		0.00	200.00	300.00
E. COM. EVENTS	0.00		0.00		5,000.00
E. DEPRECIATION	194.00	100.00	194.00	300.00	1,200.00
E. DUES & SUB.	0.00	125.00	0.00	375.00	1,500.00
E. INSURANCE	0.00		1,134.00	1,500.00	3,500.00
E. MEMB. EVENTS	100.84	30.00	143.40	90.00	1,000.00
E. MISC.	12.00	40.00	55.00	120.00	500.00
E. NEWSLETTER	819.82		819.82	1,800.00	11,000.00
E. OFFICE EQUIP	0.00	350.00	474.48	1,050.00	4,200.00
E. OFFICE SUPPL	0.00	330.00	472.65	1,030.00	4,000.00
E. OUTSIDE SERV	226.38	183.00	329.14	553.00	2,200.00
E. POSSESS. TAX	0.00	125.00	0.00	125.00	250.00
E. POSTAGE	141.00	300.00	1,643.00	900.00	3,500.00
E. PROMO. P.R.	0.00		0.00	150.00	3,000.00
E. RENT	717.08	717.08	2,151.24	2,151.24	8,735.00
E. S.E. COM. LU	0.00		3,452.50	3,800.00	4,000.00
E. S.E. EXPO	0.00		0.00		5,000.00
E. S.E. GOLF	0.00		0.00		14,000.00
E. S.E. INSTALL	0.00		8,674.13	9,000.00	10,000.00
E. S.E. PARADE	0.00		2,252.50	2,300.00	5,000.00
E. SALARY & BEN	8,346.11	7,050.00	22,138.85	21,150.00	84,526.00
E. TELEPHONE	46.10	83.00	179.10	249.00	1,000.00
E. TRAV. & EDUC	0.00	400.00	0.00	400.00	400.00
<b>Total Expense</b>	<b>10,635.97</b>	<b>9,958.08</b>	<b>44,253.13</b>	<b>47,618.24</b>	<b>175,311.00</b>
<b>Net Income</b>	<b>-155.95</b>	<b>-4,836.58</b>	<b>5,979.35</b>	<b>-4,743.74</b>	<b>0.00</b>

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING JANUARY 2006**

										<u>Jan. 06</u>	<u>Jan. 05</u>
Total Membership .....										250	234
*Includes those on Delinquent List											
New Members (Year to Date) .....										4	2
January	4	March	0	May	0	July	0	September	0	November	0
February	0	April	0	June	0	August	0	October	0	December	0
Membership Renewals (This Month) .....										11	8
Total Income from Membership (This Month) .....										\$2,830	\$1,695
Renewals:               \$2,370.00											
New Members:           \$ 340.00											
One-Time Fees:         \$ 120.00											
Delinquent Memberships (This Month) .....										6	7
Cancelled/Dropped Members (Year to Date) .....										3	4
January	3	March	0	May	0	July	0	September	0	November	0
February	0	April	0	June	0	August	0	October	0	December	0

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING FEBRUARY 2006**

										<u>Feb. 06</u>	<u>Feb. 05</u>								
Total Membership . . . . .										253	234								
*Includes those on Delinquent List																			
New Members (Year to Date) . . . . .										8	5								
January	4	March	0	May	0	July	0	September	0	November	0								
February	4	April	0	June	0	August	0	October	0	December	0								
Membership Renewals (This Month) . . . . .										16	18								
Total Income from Membership (This Month) . . . . .										\$2,855	\$3,480								
Renewals:		\$2,210.00																	
New Members:		\$ 530.00																	
One-Time Fees:		\$ 115.00																	
Delinquent Memberships (This Month) . . . . .										10	7								
Cancelled/Dropped Members (Year to Date) . . . . .										4	7								
January	3	March	0	May	0	July	0	September	0	November	0								
February	1	April	0	June	0	August	0	October	0	December	0								

**LOMA LINDA CHAMBER OF COMMERCE  
MEMBERSHIP REPORT  
MONTH ENDING MARCH 2006**

										<u>March 06</u>	<u>March 05</u>
Total Membership .....										259	237
*Includes those on Delinquent List											
New Members (Year to Date) .....										15	11
January	4	March	7	May	0	July	0	September	0	November	0
February	4	April	0	June	0	August	0	October	0	December	0
Membership Renewals (This Month) .....										30	24
Total Income from Membership (This Month) .....										\$6,615	\$4,570
Renewals:               \$5,130.00											
New Members:         \$1,220.00											
One-Time Fees:        \$ 265.00											
Delinquent Memberships (This Month) .....										7	3
Cancelled/Dropped Members (Year to Date) .....										5	10
January	3	March	1	May	0	July	0	September	0	November	0
February	1	April	0	June	0	August	0	October	0	December	0



**LOMA LINDA CHAMBER OF COMMERCE**  
**Comparative Budget 1999-2006**

	1999	2000	2001	2002	2003	2004	2005	2006
<b>INCOME</b>								
CHAMBER PUBLICATIONS	1,000	5,000	5,000	2,500	4,000	1,000	1,000	3,000
INTEREST INCOME	500	300	300	300	200	150	100	200
LL CITY & REDEVELOPMENT	45,655	45,655	47,025	47,730	48,446	49,173	49,914	56,411
MEMBERSHIP EVENTS	1,000	1,500	1,000	3,000	2,000	3,000	500	200
MISCELLANEOUS INCOME	1,500	1,000	1,400	1,000	500	500	500	500
NEW MEMBERS	6,500	7,500	5,000	5,000	6,000	6,000	7,000	8,000
NEWSLETTER	16,000	17,500	12,000	12,000	12,000	12,000	15,000	15,000
MEMBERSHIP RENEWALS	21,000	23,000	24,500	22,000	27,000	27,000	28,000	28,000
SPECIAL EVENTS								
COMMUNITY LUNCHEON	2,500	2,500	2,500	2,500	3,000	3,000	4,000	4,000
EXPO	6,000	6,000	6,000	7,000	7,000	7,000	8,000	8,000
GOLF	17,000	17,500	16,000	14,500	16,500	19,000	22,000	30,000
INSTALLATION	8,500	8,500	9,000	10,500	10,500	13,000	14,000	15,000
PARADE	4,500	4,500	4,500	4,500	6,000	6,000	7,000	7,000
<b>TOTAL INCOME</b>	<b>131,655</b>	<b>140,455</b>	<b>134,225</b>	<b>132,530</b>	<b>143,146</b>	<b>146,823</b>	<b>157,014</b>	<b>175,311</b>
<b>EXPENSES</b>								
AUTO	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,500
BAD DEBTS	300	300	300	300	300	300	300	300
DEPRECIATION	2,000	2,000	1,500	800	800	700	700	1,200
DUES/SUBSCRIPTIONS	1,200	1,000	1,000	1,000	1,500	1,500	1,500	1,500
INSURANCE	1,400	1,400	1,600	2,350	3,000	3,500	3,500	3,500
MEMBERSHIP EVENTS	1,200	1,800	500	1,500	1,000	2,000	800	1,000
MISCELLANEOUS EXPENSES	1,200	1,200	1,200	500	500	500	500	500
NEWSLETTER	12,500	12,500	13,000	10,000	10,000	10,000	11,000	11,000
OFFICE EQUIP/REPAIR/SUPPLY	530	1,200	500	1,200	2,600	3,000	4,200	4,200
OFFICE SUPPLIES	4,000	6,500	5,000	5,000	3,000	3,000	4,000	4,000
OUTSIDE SERVICE-CONTRACTS	1,000	2,800	2,500	1,500	2,500	2,000	2,200	2,200
POSSESSORY INTEREST TAX	250	250	250	250	250	250	250	250
POSTAGE	4,000	4,000	4,200	4,000	3,000	3,000	3,500	3,500
PROMOTIONAL/PR/ADVERTISING	1,600	2,000	2,000	2,000	2,000	2,500	2,500	3,000
RENT	7,875	8,000	8,112	8,233	8,355	8,480	8,605	8,735
SPECIAL EVENTS								
HOLIDAY CLASSIC PROMOTION								5,000
COMMUNITY LUNCHEON	2,500	2,000	2,500	2,500	2,500	2,500	2,500	4,000
EXPO	4,000	4,000	4,000	4,500	4,000	4,000	5,000	5,000
GOLF	6,500	7,000	6,500	6,000	7,000	8,000	9,500	14,000
INSTALLATION	6,000	6,000	6,500	8,000	8,500	8,500	9,500	10,000
PARADE	2,500	2,500	2,500	2,500	4,000	4,000	5,000	5,000
SALARIES/BENEFITS	68,800	70,855	67,813	67,647	75,591	76,643	79,709	84,526
TELEPHONE	1,500	1,500	1,500	1,500	1,500	1,500	1,000	1,000
TRAVEL/EDUCATION/SEMINARS	750	750	250	250	250	250	250	400
<b>TOTAL EXPENSES</b>	<b>132,605</b>	<b>140,555</b>	<b>134,225</b>	<b>132,530</b>	<b>143,146</b>	<b>147,123</b>	<b>157,014</b>	<b>175,311</b>
<b>NET SURPLUS/LOSS</b>	<b>(950)</b>	<b>(100)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(300)</b>	<b>-</b>	<b>-</b>